

Message Text

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64

ACTION NEA-07

INFO OCT-01 SS-14 ISO-00 EUR-08 NSC-05 NSCE-00 INR-05

CIAE-00 PM-03 PRS-01 L-01 SP-02 OMB-01 TRSE-00 EB-03

MC-01 /052 W

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R 191211Z NOV 75

FM AMEMBASSY NEW DELHI

TO SECSTATE WASHDC 2312

SECDEF WASHDC

INFO AMEMBASSY ISLAMABAD

AMEMBASSY KABUL

AMEMBASSY KATHMANDU

AMEMBASSY LONDON

AMEMBASSY MOSCOW

AMEMBASSY PARIS

AMEMBASSY STOCKHOLM

USCINCPAC

C O N F I D E N T I A L NEW DELHI 15350

LIMDIS

CINCPAC FOR POLAD

EO 11652: XGDS-1

TAGS: PFOR, MASS, IN, UK, FR

SUBJ: BRITISH CONCESSION ON JAGUAR FINANCING

REF: NEW DELHI 14243

1. A BRITISH HIGH COMMISSION OFFICER TOLD US NOVEMBER 19 THAT THE BRITISH JAGUAR IS STILL VERY MUCH IN THE RUNNING IN THE INDIAN AIR FORCE (IAF) SWEEPSTAKES. LONDON HAS NOW DECIDED TO OFFER THE GOVERNMENT OF INDIA A MORE FAVORABLE FINANCING ARRANGEMENT, 7 1/4 PERCENT OVER FIVE YEARS, THAN WAS EARLIER THE CASE. THE GOI HAS ASKED FOR TWO PERCENT OVER 15 YEARS, BUT THE
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BRITISH TELL US THIS IS IMPOSSIBLE. THE GOI STILL

WANTS 40 AIRCRAFT TO BE DELIVERED WITHIN 36 MONTHS.
THE ORIGINAL BRITISH OFFER WAS 60 MONTHS, BUT THEY ARE
NOW TALKING IN TERMS OF 40 ODD MONTHS.

2. THE NEXT MOVE IN THE PROCESS WILL BE A BRITISH
REPLY TO A LETTER FROM THE INDIAN HIGH COMMISSIONER
IN LONDON. THE RESPONSE, NOT YET DELIVERED, WILL BE
ALONG THE LINES OF PARAGRAPH ONE. IN THE INTERIM A
BRITISH AIRCRAFT COMPANY TEAM IS STILL IN NEW DELHI
ANSWERING TECHNICAL QUESTIONS.

3. THE BRITISH STILL BELIEVE THEY HAVE THE BEST PRO-
DUCT AND REMAIN THE FAVORITE OF THE IAF, BUT THEY
ACKNOWLEDGE THE VIGGEN REMAINS IN COMPETITION. THE
HIGH COMMISSION HERE SEES THE FINAL DECISION AS
POLITICAL AND EXPECT IT TO BE MADE BY THE PRIME
MINISTER. WE CONCUR IN THAT ASSESSMENT.
SAXBE

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Message Attributes

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